

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE
REPORT OF MEETING
JANUARY 15, 2003**

The Real Estate Board Education Committee met on Wednesday, January 15, 2003 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Real Estate Board Members present: S. Ronald Owens
R. Schaefer Oglesby

Real Estate Board Member not present: Sharon Parker Johnson

Staff Members present: Werner Versch II

The meeting was called to order at 4:10 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

- A. One (1) new real estate school was approved.
1. New Star Realty School, 8630-A Lee Highway, Fairfax VA 22031
Director: Moon Suk Oh

- B. Twenty-six (26) continuing education course applications were approved.

Of these courses, four (4) were previously approved by an approved school.

1. 27502 Top Deal Killers and How to Avoid Them, 2 hours law, Prince William Association of Realtors
2. 27602 The Real Estate Board's New Regulations: What You Need To Know, 1 hour law, Prince William Association Of Realtors
3. 51703 Virginia Renewal Package 1, 1 hour fair housing, 1 hour law, 3 hours real estate related, 3 hours ethics, The Frederick Academy of Real Estate
4. 51704 Virginia Renewal Package 2, 1 hour fair housing, 1 hour law, 3 hours real estate related, 3 hours ethics, The Frederick Academy of Real Estate

Twenty-two (22) were original applications for courses offered by approved schools.

1. 27202 NAR Code of Ethics Training, 1 hour real estate related, 2 hours ethics, RE/MAX Satellite Network
2. 27302 Like Kind Real Estate Exchanges in Virginia, 4 hours real estate related, Lorman Business Center
3. 27402 The Appraisal Smorgasbord, 4 hours real estate related, Elliott & Company Appraisers
4. 27702 Virginia Landlord and Tenant Law, 4 hours real estate related, 2 hours law, Lorman Business Center
5. 27802 Legal Aspects of Condominium Development and Homeowner's Associations in Virginia, 1 hour ethics, 1 hour law, 4 hours real estate related, NBI
6. 27902 Dispute Resolution for Real Estate Professionals, 2 hours law, 1 hour real estate related, Virginia Association of Realtors
7. 28002 Negotiating Leases, 4 hours real estate related, CLE International
8. 28102 Professionalism in Real Estate Customer Relationships and Sales, 2 hours real estate related, Eastern Shore Community College
9. 51701 Major Land Use Laws in Virginia, 2 hours law, 4 hours real estate related, NBI, Inc.
10. 51702 Professional Ethics & Standards of Conduct, 2 hours ethics, Long & Foster
11. 51705 Real Estate Legal Hot Buttons, 2 hours law, 1 hour real estate related, The Frederick Academy of Real Estate
12. 51706 Negotiate From Strength, 3 hours real estate related, The Frederick Academy of Real Estate
13. 51707 Practice of Appraising, 3 hours real estate related, The Frederick Academy of Real Estate

14. 51708 Building a Better Open, 2 hours real estate related,
1 hour ethics, The Frederick Academy of Real Estate
 15. 51709 Building a Better Settlement, 3 hours real estate
related, The Frederick Academy of Real Estate
 16. 51710 What's Material, 2 hours real estate related,
1 hour law, The Frederick Academy of Real Estate
 17. 51711 Disclosure, 3 hours real estate related, The
Frederick Academy of Real Estate
 18. 51712 Contracts/Contract Law, 1 hour real estate related,
2 hours law, The Frederick Academy of Real Estate
 19. 51713`Procuring Cause, 3 hours real estate related, The
Frederick Academy of Real Estate
 20. 51714 2003 Real Estate Capital Markets Conference, 4 hours
real estate related, NAIOP
 21. 51715 Virginia Rules and Regulations (**CRP**), 2 hours law,
Self Paced Home Study
 22. 51716 Virginia CE Course (**CRP**), 2 hours law, 1 hour fair
housing, 1 hour real estate related, 1 hour ethics,
Long & Foster
- C. One (1) previously approved pre-licensing course being offered at an approved school was approved.
1. Principles of Real Estate Salespersons Pre-licensing Education (60 hours)
Real Estate Prep School
- D. Four (4) applications for original pre-licensing courses offered by approved schools were approved.
1. Tenth Edition of Essentials of Real Estate Finance – 45 hours, A to Z
School of Real Estate
 2. Real Estate Brokerage, 45 hours, Millennium School of Real Estate
 3. Real Estate Law, 45 hours, Millennium School of Real Estate
 4. Principles of Real Estate, 60 hours (**CRP**), Tidewater Community College

- E. One (1) application for an original pre-licensing course offered by a school whose application was pending was deemed to need additional information prior to approval. The Committee requested that staff ask for the additional information.
1. Principles of Real Estate, 60 hours, New Star Realty School
(Mr. Oglesby requested to review.)
- F. Five (5) pre-licensing instructor applications were approved.
1. Craig Allen Canute
 2. Sherry L. Davis-Pullen
 3. Yohn Sik Kang
 4. Robert H. Ramsey
 5. Donald Edward West
- G. One (1) pre-licensing instructor application was deemed to need additional information. The Committee requested that staff ask for the additional information.
1. Randall David Bateman – requests to teach as expert
- H. Two (2) continuing education instructors were approved for previously approved courses/
1. Jennifer Golden – Courses 00300, Unconventional Transaction, 27799
Changes & Revisions to the New Regional Sale Contracts, 08599
Home Inspection & the Settlement Process – NVAR
 2. Win Singleton – Course 15598, Fair Housing/Legal Updates/Professional
Standards & Ethics – NVAR

The meeting was adjourned at 5:55 p.m.